

Lobbyist Comparison and Status Review

Lobbyist / Firm	Cost (Monthly)	Grade/Status	Proposal Submitted
VISION MAI, LLC (Current) / Marquardt & Humes, Inc. (w/ Bukola)	\$6,556 (each, total \$13,112 for state)	Current Lobbyists (until January). Service was "still not up to capacity."	Worked on negotiations. Marquardt & Humes provides strategic consulting and legislative support. VISION M.A.I. specializes in creating legislative agendas and drafting bills. No Federal.
Baldemar Lopez (Stratagem Consulting)	\$10,000 (Reduced from \$20,000)	Finalist/Strong Candidate. Consolidated state and federal lobbying into one fee.	Submitted a proposal which included <i>Strategic Intelligence</i> (timely information/analysis) and <i>Communication</i> with government officials. The firm has successfully passed and defeated complex legislation. Does state and federal, has comparable services (if not better), and is amenable.
Jessica Fuentes (Fuentes Consulting)	\$7,000	Finalist/Candidate. Entered into a joint proposal with Dan Shoman. Still no federal lobbying included. Would Charge significantly higher rate for travel, legal, and federal lobbying services	Joint Proposal Submitted (with Dan Shoman). Her firm focuses on strategic planning, direct lobbying, legislative monitoring at the State level. Works on drafting Local legislation, would cost extra for legal services.
Dan Shoman (Dan Shoman Inc.)	\$6,500	Finalist/Candidate. Withdrew individual proposal to join with Jessica Fuentes. Would	Joint Proposal Submitted (with Jessica Fuentes). His firm is registered for government lobbying.

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		not include federal lobbying.	
Liz Brown Reeves	N/A (No proposal)	Rejected. Did not make it through the phone interview.	None submitted.
Chris Nybo	N/A (No proposal)	Rejected. Did not get past the phone interview.	None submitted.

Final analysis

Federal Lobbying Gap: Only **Baldemar Lopez** has successfully consolidated **state and federal** lobbying services into the quoted cost. All other candidates/firms either explicitly exclude federal lobbying or still need to secure it. They also have the best relationships with elected officials, and have extensive experience at all levels of government.

Cost vs. Scope: Baldemar Lopez's \$10,000 monthly fee is higher, but it covers the most comprehensive scope (state and federal). The joint proposal from Fuentes/Shoman is \$13,500 for state only, making Lopez potentially more cost-effective for full coverage.

Current Service: Discontinuing our current firm, **VISION MAI, LLC / Marquardt & Humes, Inc.**, is due to service "not up to capacity."

**728 W. 15th St.
Chicago, IL 60607
P: 773.644.1714
F: 312.291.9899**

PURCHASE ORDER #309225

COMMENTS: Thank you for allowing us to make your vision our priority. We look forward to continuing our partnership in the future.

Date	Description			Balance	Amount
9/1/2025	Professional services rendered for the month of September 2025			\$6,556.21	\$6,556.21
	Subtotal				\$6,556.21
	Total Services				
Current	1-30 days past due	31-60 days past due	61-90 days past due	over 90 days past due	amount due
\$6,556.21		0	0	0	\$6,556.21

Marquardt & Humes, Inc.

2001 Butterfield Rd. Suite 1110
Downers Grove, IL 60515 US
carrie@marquardtco.com

Invoice**MARQUARDT & HUMES, INC.****BILL TO**

City of Aurora
Mayor's Office
Third Floor
44 E Downer Pl.
Aurora, IL 60507

INVOICE #	DATE	TOTAL DUE		TERMS	ENCLOSED
5808	12/01/2025	\$6,556.21		Due on receipt	

DATE	ACTIVITY	DESCRIPTION	QTY	RATE	AMOUNT
	Retainer Fee	Professional Consulting Services - December 2025 PO 302229 - final invoice	1	6,556.21	6,556.21

Please remit payment to:

BALANCE DUE

\$6,556.21

2001 Butterfield Rd.
Suite 1110
Downers Grove, IL 60515

[Pay invoice](#)

COST PROPOSAL:

Fuentes Consulting charges a monthly retainer of \$7,000 for state lobbying services.

This fee provides the city of Aurora with a continuous, robust legislative presence in Springfield. The monthly retainer includes capital campaign build out including the creation of material to aid in pursuing funding, legislative tracking, strategic advice and coalition building.

Can the Firm Represent the City of Aurora at the Local or Federal Level?

- Fuentes Consulting maintains strong relationships with several legal firms specializing in local ordinance creation, regulation and legal advising. We've successfully collaborated with various legal teams on projects at the state level and would be pleased to recommend firms that could work collaboratively with us for the City of Aurora. The cost of legal services would be separate and apart from the state consulting fee.
- Fuentes Consulting has a great working relationship with Congressman Chuy Garcia, Congresswoman Delia Ramirez, Senator Dick Durbin, Senator Tammy Duckworth, and Representative Danny Davis as we work frequently with their political delegations and know various of their staff members. With the upcoming shifts in congress, we stand in a good political position as we have strong connections with various candidates running for vacant seats.

Depending on the scope of work for federal and local lobbying, we are open to expanding our services to encompass targeted federal lobbying services and exploring the creation of a robust legal team tailored specifically to the City of Aurora's needs. These added services would increase the cost of the proposal. Flights to Washington, meals and accommodations would be an added cost to the City of Aurora. We envision traveling to DC as needed for lobby days and engagement with City of Aurora partners. Fuentes Consulting would be responsible to register to lobby at the federal registrars and would ensure that compliance.

(Withdrawn)

Budget

Dan Shomon Inc. will charge \$6,500 per month from October 1, 2025, until September 30, 2026. No expenses will be charged unless they are approved in advance by the Mayor's Office.

Rules and regulations

The lobbyist team will follow all state lobbyist and sexual harassment regulations. Our company maintains our own sexual harassment policy.

Signatures

Dan Shomon Inc.

City of Aurora

Date

Date

-end-